

City of Newburgh
Department of Planning and Development



Request For Proposals
(RFP)

1 City-owned Parcel
Tourist Commercial Zoning District

15-41 South Colden Street – SBL # 13-3-25.2

www.cityofnewburgh-ny.gov

Overview: City of Newburgh, Orange County, New York

The City of Newburgh is an enthusiastic participant in redevelopment activities, and offers its greatest assets, including but not limited to: land, links to the regional transportation system, including Interstate I-84 and the New York State Thruway (I-87), navigable Hudson River access, and proximity to a Stewart International Airport; scenic beauty; a rich cultural and architectural history; Foreign Trade Zone designation for a portion of the City; and, organizations willing to invest time and capital to stimulate redevelopment. The City is desirous of partnering with a developer with a good track record, sound financial backing, and committed to implementing creative, quality development in a timely manner. The time is ripe for redevelopment: the County economy is strong, and the City has established critical momentum.

The City of Newburgh is located sixty (60)-miles north of New York City on the western side of the Hudson River in Orange County, New York. It is a small densely settled community of 3.9 square miles bounded by the Town of Newburgh on the west and north, the Hudson River on the east and the Town of New Windsor on the south. The city and its immediate suburbs have a population of more than 100,000 persons.

Newburgh played a significant role in American history and was the location of George Washington's headquarters from 1782 to 1783, now a National Register of Historic Places site. This site is part of a larger National Register Historic District, listed on the National Trust for Historic Preservation's Most Endangered List. The City boasts a marvelous, but threatened, array of 18th and 19th Century architectural gems.

Newburgh evolved as a port community on the Hudson River. Initially, it was a place for sailing vessels bound for New York to wait while held up by tide and wind shifts through the West Point-Peekskill section of the Hudson River. With water depth in excess of 20 ft. at its shoreline, wharf facilities soon were established in the City. In 1743, ferry service began operation, linking Newburgh with Beacon, the first such crossing of the Hudson River north of Peekskill. Rail service was extended on both shores of the Hudson River, and the rail connection between Newburgh and New England nurtured a thriving freight industry.

Construction of the federal interstate highway system brought about the demise of the rail industry, and resulted in a significant economic downturn for the City. As the region's dependence upon riverboat, railroad, and ferry transportation waned, the economic dominance of the City of Newburgh faded.

The loss of manufacturing jobs created secondary impacts, including a precipitous decline in retail and service establishments and a large-scale increase in the number of vacant commercial structures, particularly in the City's Broadway Corridor Central Business District (CBD).

During the past decade, a number of economic recovery measures including financial incentives and human resource support programs have been initiated within the community by various economic development and social service organizations.

Tourist Commercial District – Mixed Use District

Zoning district requirements are detailed on the attached sheet.

Newburgh-Stewart Empire Zone

The **Newburgh-Stewart Empire Zone** was created in New York State to stimulate economic growth through a variety of tax incentives and benefits and to attract new businesses and enable existing businesses to expand and create more jobs.

The following assistance is provided to entrepreneurs and businesses that demonstrate a commitment to enterprise community revitalization efforts:

- The Coordinated Community Lending Program is a revolving loan fund providing monies to ventures seeking working capital, acquisition of machinery and equipment, inventory and building renovations. Projects financed must show a reasonable public benefit in the form of job creation or retention for residents of Newburgh.
- Businesses making a commitment to hire residents within the enterprise zone are eligible to receive the Working Opportunity Tax Credit from the IRS, which reimburses an employer up to \$2,100 per year per eligible employee.
- Through the Newburgh-Stewart Empire Zone certified businesses that make an investment and/or create new jobs in the Newburgh-Stewart EDZ are eligible for a combination of state tax credits and benefits. This can mean very significant savings for the customer.

These efforts have resulted in an emerging urban renaissance. The City is managing to stabilize its current business base; is stimulating focused growth in new business; and is restoring a better quality of life for its residents.

Exemption for First-Time Homebuyers of Newly Constructed Homes

Local Law No. 1 – 2002

The purpose of this local Law is to afford first-time homebuyers of newly constructed homes a partial exemption from real property taxes levied by the City as permitted under New York State Real Property Tax Law Section 457.

This article provides partial exemption from taxation and special *ad valorem* levies for owner-occupied, primary residential property that is newly constructed or reconstructed under certain conditions.

The complete local law may be found on our website @ www.cityofnewburgh-ny.gov.

Development Area

THE CITY OF NEWBURGH is soliciting proposals for the development of one mixed-use city-owned property.

The attached description sheets provide an overview of the parcel.

TARGET AUDIENCE: The City of Newburgh seeks developers, not-for-profits, rental property owners or a combination of these who are experienced with Mid-Hudson Valley and knowledgeable of Newburgh's community and housing market.

Response to RFP

The following information must be submitted in the Response to the Request for Proposal. The response consists of two parts: the Development Proposal and the Applicant's Qualifications.

I. DEVELOPMENT PROPOSAL

1. Name, address, phone number, fax number, email address, Federal ID number (if applicable), and Business ID number (if applicable) of the person or entity submitting the proposal.

2. Description of the Proposed Project

This Section of the Proposal will include a detailed description of the proposed redevelopment project.

- The property being utilized
 - Proposed Uses – (Be as specific as possible)
 - Size of the Project (square footage, number of units)
 - Occupancy and Ownership (rental, homeownership, lease)
 - Timeframe for Commencing Construction/Development and Length of Construction Period
 - Proposed price for property
3. What "need" will your project satisfy? Why did you select this particular need?
 4. Statement of the Project's consistency with the goals for the development of the property. Please provide a description of the project's consistency with the goals outlined for the redevelopment area including a narrative describing the benefits,

which will accrue to the City of Newburgh as a result of the project (for example; jobs to be created, physical improvements to the building, etc.).

5. Construction/Development Budget

The Developer must include a budget detailing the cost to implement the project, and the resources to be utilized to undertake the project. If funds for the development of the land are to be obtained from sources other than the Developer's own funds, a statement of the Developer's plan for financing the development of the land must be included, providing the sources and amount of funding available and letters of commitment (see Section II).

6. Marketing Plan

The Applicant/Developer must provide a marketing plan that demonstrates how the development will be marketed for tenants and/or purchasers.

7. Identification of City responsibilities

Please identify what commitments may be required from the City of Newburgh to implement the project. **Please note: Nothing in this RFP shall constitute a waiver, implied or express, of the City of Newburgh's zoning and planning requirements that may apply to any development proposal submitted hereunder.**

II. QUALIFICATIONS

1. Resumes

Please include resumes of the Principals who are responsible for implementation and construction/rehabilitation of this project.

2. Representative Project Experience

Please identify relevant project experience. In particular, qualifications should include a description of project experience that demonstrates the following:

- Familiarity with New York State regulations related to any proposed or retail businesses
- Experience with urban area new construction projects
- Knowledge of Orange County and Lower Hudson River Valley markets

3. Financial Responsibility

The Developer/Applicant must provide proof of its financial capability to develop the proposed project. This proof should include the following (please submit in a separate sealed envelope).

- Identify if the Developer/Applicant is a subsidiary of, or affiliated with any other corporation(s) or firm(s).
- Include a financial statement, showing the assets and liabilities, including contingent liabilities, fully itemized in accordance with accepted accounting procedures and based on a proper audit.

- Indicate whether the Developer/Applicant, the parent corporation, subsidiary or affiliated corporation, or any of the officers or principal members or other interested parties, been adjudged bankrupt, either voluntary or involuntary, within the past 10 years.
- Indicate whether the Developer/Applicant or anyone referred to above has been indicted for or convicted of any felony within the past 10 years.
- Indicate whether the Developer/Applicant or anyone referred to above has been summoned to appear in Newburgh City Court on a Housing Code violation
- Developer must disclose whether they are developing for a fee with the intent of conveying the finished project to a third party owner or whether the developer will hold the property for income purposes. If the proposed development is for a fee, the third party owner must be identified. In either event, all associated fees paid to the developer must be disclosed.

Please note: Financial Responsibility documentation is required! If the Financial Responsibility documentation is not submitted along with the RFP response, the response will be determined incomplete and not taken under consideration.

4. References

Please provide six references as follows:

- Three (3) references should be provided from financial institutions, lenders and project sponsors demonstrating the Applicant's ability to complete projects in a timely manner and within established budgets
- Three (3) references should be provided from clients, indicating ability to complete projects in a timely manner, and demonstrating the success of the project. Please, include a full description of the most complex redevelopment project that you have completed. Also provide references from this specific project.

References shall include the contact name, title, address and phone number of the organization/individual listed.

5. Why should the City of Newburgh select you above any other developer?

Selection Criteria

The City of Newburgh will base its decision on the following selection criteria:

1. Offering price for property.
2. The proposal's consistency with the objectives identified for the property.
3. Potential tax revenues and jobs generated by project.
4. The Applicant's plan to address parking related issues.
5. The Applicant's demonstrated experience with similar projects.
6. The Applicant's ability to develop in a timely manner.
7. Applicant's financial capability.

Finalists may be interviewed prior to final selection. This RFP does not in any way commit the City of Newburgh to reimburse Applicant/Developer for any costs associated with preparation and submission of a proposal nor does it constitute a commitment on the part of the City of Newburgh to accept proposals submitted hereunder. Material will not be returned, unless otherwise requested by the Applicant/Developer. In any event, the Applicant/Developer shall be responsible for the costs to return said material.

Site Inspections

The properties will be open for viewing on the following dates:

- ☐ Thursday, February 10, 2005: 10:00AM – 12:00 noon
- ☐ Friday, February 18, 2005: 11:00AM – 1:00PM
- ☐ Friday, February 25, 2005: 9:00AM – 11:00AM

You are encouraged to bring your development team to the inspection, i.e. architects, contractors, financiers, etc.

Required Submission

The Developer shall submit the following:

1. Six (6) copies of the Development Proposal.
2. Six (6) copies of the Qualifications:

The complete package of material shall be submitted to the following agency and contact person:

Tiombe Tallie Carter
Department of Planning & Development
83 Broadway, 3rd Floor
Newburgh, NY 12550
845-569-9400

The City of Newburgh reserves the right to reject all proposals.

Information regarding the City of Newburgh's zoning regulations, tax information, and other resources is available from the above-listed agency. Please call during the hours of 9:00 AM to 4:00 PM, Monday through Friday.

Due Date

The due date for this proposal is:

All responses must be received by **Friday, March 11, 2005 @ 4:00PM.**

Project Date

The City of Newburgh anticipates selecting the Developer for each parcel on or about

April 15, 2005

Notification of project awards will be provided to all Proposers.